

SUMMARY SHEET

I. Description of Item

A resolution approving an agreement between Memphis Regional Chamber of Commerce and Shelby County to facilitate economic development, core community revitalization and workforce development in Memphis and Shelby County. This agreement continues the tasks originally outlined in the Memphis 2005 Economic Development Strategic Plan. Shelby County's share of the cost for this agreement is \$175,000. The total cost for this agreement will be equally shared by the City of Memphis.

II. Source and Amount of Funding

City of Memphis:	\$175,000
Shelby County(Grant funds)	<u>\$175,000</u>
Total:	\$350,000

III. Contract Items

Professional Services Contract
Term – July 1, 2009 – June 30, 2010

IV. Additional Information Relevant to Approval of this Item:

Administration recommends approval of this resolution.

SCOPE OF SERVICES:

Task 1.0 -- Economic Development

- 1.1 Attract companies to locate new facilities in Memphis/Shelby County by promoting the area through advertising and trade shows/conferences, and maintaining a research and project sales team to work with prospects.
- 1.2 Promote the retention & expansion of existing firms by coordinating the Existing Business Team outreach effort and providing assistance with business development opportunities.
- 1.3 Operate an International Business Council to pursue foreign direct investment opportunities for Memphis/Shelby County, assist local companies export to global markets, and raise the image of Memphis as a center for international trade.

Task 2.0 -- Community Revitalization/Sustainable Shelby

- 2.1 Enhance neighborhood revitalization strategies by providing organization and technical support to Community Development Corporation's and business associations in target areas, regarding forming business alliances, public safety, business development, infrastructure development, and related issues. Target areas include Memphis Airport Area Development Corporation service area; Southeast Industrial/Lamar Ave. corridors; Jackson Ave. (Buckeye, Schering Plough), and Austin Peay Highway (Raleigh).
- 2.2 Provide business liaison to City/County community development initiatives and redevelopment projects as requested
- 2.3 Provide staff support for Airport West/Graceland Redevelopment Plans.

Task 3.0 -- Workforce Development

- 3.1 In partnership with City of Memphis expand the Memphis Youth Leadership Program to 200 participants (from 150 in 2009). The Chamber's role is to attract additional businesses worksites and financial support, monitor the worksites and coordinate the activities of all participants.
- 3.2 Facilitate workforce development in targeted sectors, starting with Transportation, Distribution and Logistics (TDL). The Chamber has secured funding to create a TDL curriculum and is now working with Memphis City Schools and local community colleges -- and ultimately businesses -- to create a pipeline of students that are hired by local companies. During 2010 investigate feasibility of adding a similar pipeline for the advanced manufacturing sector.

Task 4.0 -- Quarterly Grant Administration & Reporting

- 4.1 Chamber will provide quarterly updates on the status of the scope of services to the City of Memphis and Shelby County.